A7945-24
12/83

1983 Operational Data Survey

Survey of Municipal Golf Facilities

200 Castlewood Drive, North Palm Beach, Florida 33408

National Golf Foundation
1983 Municipal Survey
Summary of Results

Currently, NGF records indicate 1848 municipal golf facilities in the U.S. This represents an increase of 33% in the last 10 years and 99% in the last 20 years. During these same time periods, total golf facilities grew 14% and 72% respectively.

Golf play on municipal facilities accounted for an estimated 94,000,000 rounds during 1982 or 22% of the total. Also, of the 140 golf courses opened in 1982, 26 (19%) were municipal operations.

Following are the results of our biennial municipal survey. Information concerning fee structures, golf cars, employees and income/expenses are provided. In no case are the results to be considered definitive by the user. The survey was designed to be used only as a reference of municipal golf operations.

MUNICIPAL COURSES BY SIZE OF FACILITY

Regulation	1,649
Executive	94
Par-3	105
TOTAL U.S.	1,848*

*1/1/83

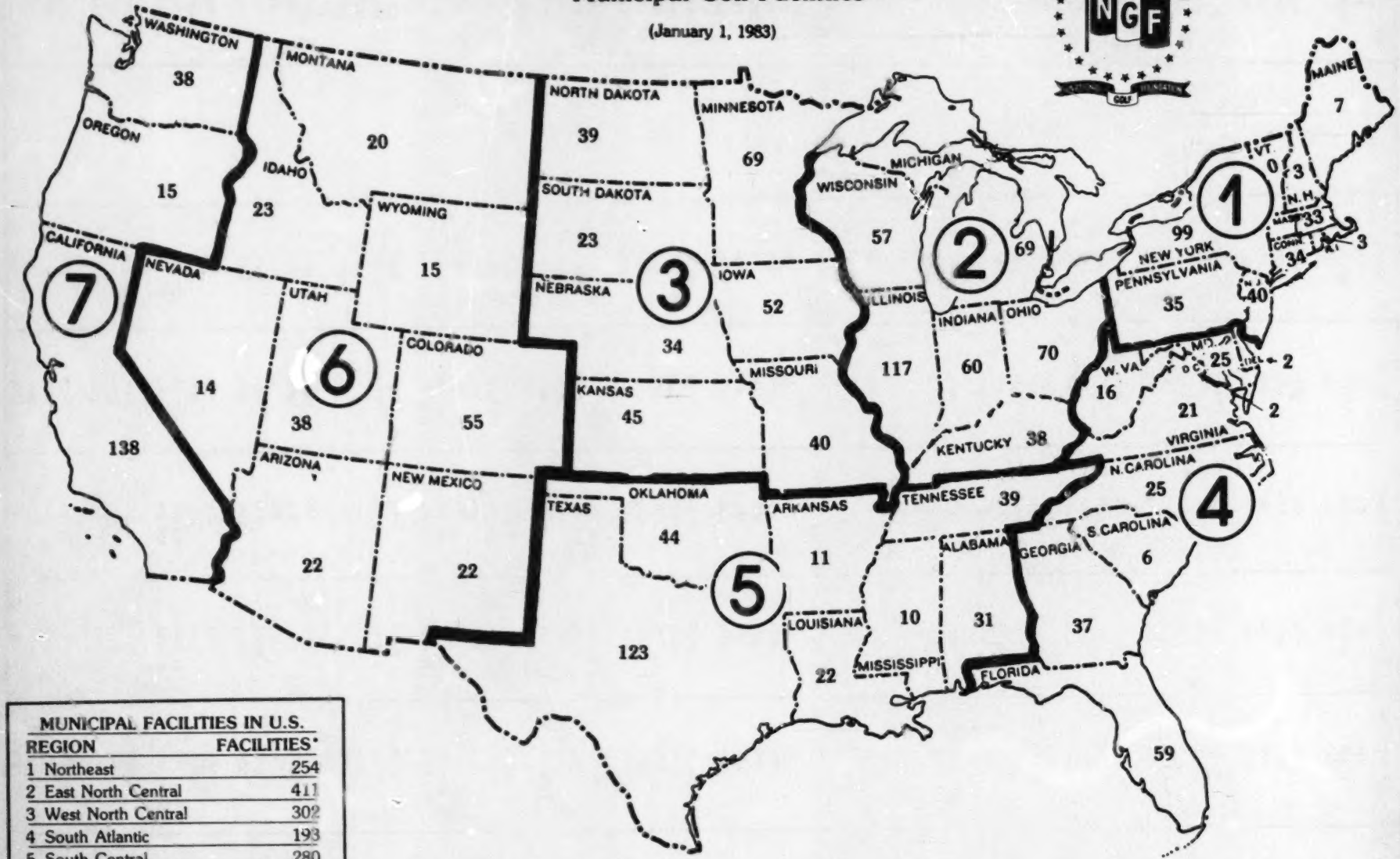
AVERAGE COURSE ACREAGE:
18 Holes — 140
9 Holes — 70

	18-HOLE AVERAGES								9-HOLE
SURVEY ITEMS	U.S. TOTAL (MEDIAN)	NORTHEAST	E. NORTH CENTRAL	W. NORTH CENTRAL	SOUTH ATLANTIC	SOUTH CENTRAL	MOUNTAIN	PACIFIC	U.S. TOTAL
Playable Days — 1982	270	234	203	225	326	298	270	324	229
Rounds Played — 1982	46,696	39,958	46,808	37,656	48,400	41,612	52,592	60,654	26,069
Average Rounds Per Day Opened	171	171	230	167	148	140	195	187	114
Percentage of Rounds Played By:*									
Men	60%	60%	60%	60%	60%	70%	65%	55%	50%
Women	15%	15%	15%	20%	15%	5%	15%	15%	20%
Juniors	10%	10%	10%	10%	5%	5%	5%	10%	10%
Seniors	15%	15%	15%	10%	20%	20%	15%	20%	20%
Green Fees:*									
9-Hole Weekdays	$4.25	$5.00	$3.00	$4.30	$4.00	$3.00	$4.25	$4.00	$4.00
9-Hole Weekends	5.00	6.00	5.00	5.30	5.00	3.00	4.75	5.00	5.00
18-Hole Weekdays	6.00	6.50	7.00	5.00	6.00	5.00	6.50	6.00	6.00
18-Hole Weekends	7.00	8.50	8.00	6.75	6.50	5.00	7.00	9.00	7.00
% Having a 9-Hole Rate	77%	90%	77%	89%	62%	47%	93%	89%	N/A
Special Rates (% Offering):									
Juniors	69%	70%	89%	48%	62%	53%	79%	82%	58%
Seniors	58%	50%	78%	54%	48%	58%	64%	88%	42%
All Day	15%	10%	11%	15%	33%	26%	7%	47%	38%
Twilight	43%	80%	42%	31%	43%	42%	43%	47%	23%
% Increasing Fees in 1983	52%	60%	75%	38%	52%	26%	79%	35%	48%
Amount:*	10%	10%	10%	9%	10%	20%	10%	15%	12%
% Increasing Fees in 1984	66%	70%	66%	69%	71%	53%	64%	53%	63%
Amount:*	10%	10%	10%	8%	10%	20%	10%	8%	10%
% Offering Season Tickets	72%	80%	72%	77%	67%	95%	69%	47%	90%
Season Ticket Rates:*									
Family	$310	$370	$295	$250	$450	$225	$310	$375	$150
Single	200	150	200	145	300	224	190	212	125
Junior	85	60	75	30	90	50	85	100	60
Senior	110	40	110	94	125	100	150	185	95
Number of Season Tickets Sold:*									
Family	55	50	55	56	71	37	30	100	75
Single	81	320	110	125	75	25	81	55	60
Junior	27	27	25	60	20	30	26	55	23
Senior	74	80	74	60	15	50	80	90	36
Golf Car Statistics:									
Number*	50	40	50	22	60	50	30	65	6
Have Electric Only	50%	50%	40%	17%	86%	50%	31%	58%	50%
Have Gas Only	32%	45%	51%	50%	10%	32%	31%	19%	36%
Both	18%	5%	9%	33%	4%	18%	38%	25%	14%
% Leasing Car Fleet	41%	55%	33%	62%	48%	26%	36%	41%	21%
Rental Rates:*									
9-Holes	$7.00	$7.50	$7.00	$6.50	$5.25	$6.00	$7.00	$7.00	$6.00
18-Holes	12.00	13.00	12.00	12.00	10.50	10.00	12.00	12.00	10.00
Permit Use of Privately-Owned Golf Cars	25%	10%	21%	83%	21%	85%	73%	25%	84%
Charge for Car Path Use	88%	100%	57%	75%	100%	88%	82%	100%	47%
% of Rounds Involving Golf Cars*	25%	25%	25%	25%	45%	47%	30%	20%	30%
Financial Statistics:									
Total Income	$422,000	$379,000	$323,000	$308,000	$596,000	$497,000	$422,000	$660,000	$112,000
% Green Fees & Season Tickets	58%	58%	64%	56%	41%	52%	54%	66%	55%
% Golf Car Rentals	21%	16%	15%	8%	24%	29%	22%	21%	9%
Average Income Per Round of Golf	$9.45	$9.48	$6.92	$8.18	$12.30	$11.94	$8.02	$10.88	$4.30
Total Operational Expenses	$413,000	$295,000	$306,000	$311,000	$552,000	$422,000	$413,000	$442,000	$74,000
Average Expense Per Round of Golf	$7.85	$7.38	$6.55	$8.26	$11.40	$10.14	$7.85	$7.29	$2.84
Course Maintenance	$182,000	$132,000	$136,000	$182,000	$196,000	$93,000	$197,000	$233,000	$54,000
Labor % of Maintenance	50%	60%	54%	43%	50%	60%	60%	50%	50%
% With Capital Improvements	42%	50%	51%	15%	52%	42%	36%	29%	34%
Amount	$54,000	$30,000	$45,000	$45,000	$91,000	$54,000	$87,000	$83,000	$11,000
Total Payroll Expenses	$171,000	$136,000	$171,000	$130,000	$209,000	$178,000	$135,000	$221,000	$46,000
Number of Employees									
Year Round (Total/Course/Clubhouse)*	6/4/2	7/5/2	5/3/2	5/3/2	10/6/4	9/6/3	4/2/2	6/4/2	2/1/1
During Season*	12/7/5	10/6/4	14/4/10	10/5/5	23/9/15	12/7/5	11/7/4	18/10/8	4/2/2
% Bargaining Unit Representation	23%	60%	26%	23%	24%	—	—	12%	29%
% Unionized Laborers	86%	86%	86%	67%	100%	—	—	100%	80%
% Unionized Management & Laborers	14%	14%	14%	33%	—	—	—	—	20%
% Employing Golf Professional	84%	80%	71%	62%	88%	84%	100%	94%	42%
% PGA Members	94%	100%	100%	88%	94%	94%	100%	88%	75%
% LPGA Members	6%	—	—	—	6%	6%	—	12%	6%
% Employing Superintendent	97%	100%	97%	92%	100%	95%	100%	94%	45%
% GCSAA Member	83%	80%	87%	83%	91%	44%	93%	63%	100%
% of Pro Shops Operated By:									
City	53%	10%	66%	54%	57%	53%	14%	6%	50%
Pro	47%	90%	34%	46%	43%	47%	86%	94%	50%
Golf Pro Annual Base Salary	$18,000	$14,000	$19,000	$15,000	$17,000	$18,000	$20,000	$23,000	$15,000
Superintendent Annual Base Salary	$22,000	$22,000	$22,000	$19,000	$22,000	$21,000	$24,000	$25,000	$18,000
% of Pro Shop Sales:*									
Hard Goods (Clubs, Balls, Bags, Etc.)	60%	50%	74%	60%	55%	75%	40%	65%	85%
Men's Apparel	30%	45%	18%	35%	30%	15%	30%	15%	10%
Women's Apparel	10%	5%	10%	5%	15%	10%	30%	20%	5%
% Food/Beverage Service Operated By:									
City	31%	None	42%	31%	45%	32%	14%	6%	29%
Concessionaire	69%	100%	58%	69%	55%	68%	86%	94%	71%
% Leasing Part or Entire Operation	11%	None	8%	31%	None	11%	27%	53%	18%
% Considering Leasing	7%	None	3%	8%	10%	5%	7%	12%	5%

*Median Figures

Summary of State & Regional Municipal Golf Facilities

(January 1, 1983)



MUNICIPAL FACILITIES IN U.S.	
REGION	FACILITIES*
1 Northeast	254
2 East North Central	411
3 West North Central	302
4 South Atlantic	193
5 South Central	280
6 Mountain	209
7 Pacific**	199
U.S. TOTAL	1,848

*Regulation, Executive & Par-3

**Includes Alaska (1) & Hawaii (7)